

## **Network Hardware & Workstations**

### **Hewlett-Packard/Compaq Servers**

Pricing for Hewlett-Packard/Compaq Servers are **current Western State Contracting Alliance (WSCA) pricing plus two (2) percent.**

Current WSCA Pricing is attached

**Note: Additional Discounts have been and will continue to be available on specific purchases of these products. Hewlett Packard/Compaq will not honor published pricing below WSCA.**

## **Network Hardware & Workstations**

### **Hewlett-Packard/Compaq Desktops, Laptops, PC Tablets and Peripherals**

Pricing for Hewlett-Packard/Compaq Desktop Computers, Laptop Computers, PC Tablets and peripherals are **current Western State Contracting Alliance (WSCA) pricing plus two (2) percent.**

Current WSCA Pricing is attached.

HISD Standards Pricing is attached.

**Note: Additional Discounts have been and will continue to be available on specific purchases of these products. Hewlett Packard/Compaq will not honor published pricing below WSCA.**

## **Network Hardware and Workstations**

### **Larscom**

Pricing for Larscom Equipment are:

**40% off list**

## **Network Hardware and Workstations**

### **Alteon (Nortel)**

Pricing for Alteon (Nortel) Load Balancing Switches are:

**10% off list**

## **Network Hardware and Workstations**

### **Nokia Firewall Appliance**

Pricing for Nokia Firewall Appliance are:

**35% off** list price

## **Network Hardware and Workstations**

### **Network Appliance/Peripherals**

Pricing for entire network appliance/peripherals product line are:

**See attached Ingram Catalog not to exceed Dealer Cost Price.**

## **Network Hardware and Workstations**

### **Dell Servers, Desktops, Laptops and Peripherals**

Pricing for Dell Servers is **5% off National List Price.**

Pricing for Dell Desktop Computers, Laptop Computers, PC Tablets and peripherals is **5% off National List Price.**

**Note: Additional Discounts have been and will continue to be available on specific purchases of these products.**

## **Network Hardware and Workstations**

### **IBM Servers, Desktops, Laptops, PC Tablets and Peripherals**

Pricing for IBM Servers are **current Western State Contracting Alliance (WSCA) pricing plus two (2) percent.**

Pricing for IBM Desktop Computers, Laptop Computers. PC Tablets and peripherals are **current Western State Contracting Alliance (WSCA) pricing plus two (2) percent.**

Current WSCA Pricing is attached.

**Note: Additional Discounts have been and will continue to be available on specific purchases of these products. IBM will not honor published pricing below WSCA.**



## **Network Hardware and Workstations**

### **Inkjet and Laser Printers**

Pricing for inkjet and laser printers is:

Hewlett Packard	<b>24% off MSRP</b>
Epson	<b>24% off MSRP</b>
Canon	<b>10% off MSRP</b>
Lexmark	<b>24% off MSRP</b>
Xerox	<b>24% off MSRP</b>
Okidata	<b>24% off MSRP</b>
Dell	<b>5% off MSRP</b>
IBM	<b>10% off MSRP</b>
All other Manufacturers	<b>10% off MSRP</b>
All Extended Warranties	<b>MSRP</b>

**Higher discounts may be available for larger quantities on single order.**

## **Network Hardware and Workstations**

### **Consumable Printer supplies**

Pricing for consumable printer supplies is:

Hewlett Packard

Canon

Lexmark

Xerox

Okidata

Dell

IBM

**All consumable printer supplies, excluding paper, for original OEM, toner, ink-jet cartridges, cables, accessories at 28% off MSRP.**

### **Printer Services**

Facilitate all warranty repairs

**Installation will be at \$50.00 first printer, \$20 for each additional printer.**

Out of warranty printers will be quote per incident.

## Network Hardware and Workstations

### Network Surveillance Equipment

Pricing for Network Surveillance equipment and configuration is:

<b>Security Equipment</b>			
<b>Model Number</b>	<b>Description</b>	<b>Brand</b>	<b>Pricing</b>
LTC0450/21	Digital 1/3	Phillips	\$209.00
LTC3314/20 3.7mm**	Fixed Focal Length, Auto Iris 1/2	Phillips	\$63.50
TC2073	Indoor Security Corner MT	Phillips	\$187.00
LTC9349/20CS-55	Color - Indoor - Fixed - Ceiling - White	Phillips	\$430.50
LTC9349/20CH-26	Color - Indoor - Fixed - Camera - Ceiling Mount	Phillips	\$432.00
LTC9449/20CH-26W	Color - Indoor - Fixed - Pendant - Wall Mount	Phillips	\$522.00
S4SVR2	System4 Server Video Management System 32 Camera	Phillips	\$11,600.00
ENVD2460W	Day/Night- Outdoor - Pendant -Wall MT - White - Clear dome	Phillips	\$2,000.00
ENVD2460R	Day/Night - Outdoor - Pendant -Parapet MT - White - Clear dome	Phillips	\$2,100.00
LTC5416/60	Camera Power Supply	Phillips	\$151.00
LTC2917/91	Color 17" High Resolution	Phillips	\$545.00
B1153A	RG11 14 Gauge Coaxial Cable	Belden	1500.00 per 1000
B1695A	RG6 18 Gauge Coaxial Cable, 95% TNC Braid Shield	Belden	636.50 per 1000
B1152A	RG6 18 Gauge Coaxial Cable, 60% Braid, Foil, 42% Braid Shield	Belden	910.00 per 1000
LTC2601/00	CCTV Remote Control	Phillips	\$401.00
GF6AHS/USA	RG 6 Crimp F Connector	Gilbert	\$0.29
GF11AHS460	RG11 Crimp F Connector	Gilbert	\$8.25
Wire - Line voltage 24VAC	Wire - Line voltage 24VAC	Various	\$51.00

MA3000LKDL	Alarm Controller	Napco	\$168.00
Gemini X255 - Alternate	Alarm Controller	Napco	\$250.00
8080-T	Magnetic door contacts - recessed - PC board type terminals	GRI	\$2.40
DS936	Motion detectors - ceiling mount	Detection Systems	\$45.00
C100STE	Motion detectors - Corner/wall mount	Napco	\$41.00
Magnum Alert RP3000LCD	Entrance security keypad	Napco	\$112.00
B6300UE-U1000	Misc Wire-Beldon 18 Gauge 2 Conductor Plenum cable per 1000 feet	Belden	63.50 per 1000
B6302UE-U1000	Misc Wire-Beldon 18 Gauge 4 Conductor Plenum Cable per 1000 Feet	Belden	111.00 per 1000
B6502UE-U1000	Misc Wire-Beldon 22 Gauge 4 Conductor Plenum Cable per 1000 Feet	Belden	61.00 per 1000
CICPVIEW	Smart View 4 Camera Board	Napco	\$1,275.00
470045-911	Compaq EVO Workstation XW6000 X W6K/2.4/36S; INCLUDES: 1 Workstation, 2 73 GB U320 SCSI 10K RPM, 1 NVIDIA Quadro 4200NVS Graphics Card for AGP4X;2 256MB DDR/266 ECC Reg SS;4 Napco Boards; Windows NT Server	Compaq	\$2,949.00
245161-B21	Compaq-Server Rack 10642 42U Pallet	Compaq	\$972.00
332558-B-21	Compaq- Depth Adjustable Fixed Rail Kit	Compaq	\$45.00
261611-003	17" Color Monitor	Compaq	\$141.00
400336-001	1X4 Switch Box	Compaq	\$569.00
Installation/Config	For Security Workstation	ACS/MSE	\$200.00
Smart2200RMXL2U	Tripp Lite Smart Online interactive Smart2200RMXL2U & RS1215	Triplite	\$942.00
Hourly Installation Rate			\$30.00 hour
Network Security Engineer			\$75.00 Hour
Security Technical Specialist			\$55.00 Hour
Security Installation Technician			\$30.00 Hour

## **Network Hardware and Workstations**

### **Epson Printers, Extended Warranty and Support**

Epson printer pricing, extended warranty and support: **MSRP.**

## **Network Hardware and Workstations**

### **Video Conferencing Equipment**

Customized bundles and configurations are available upon request and may reflect per case additional pricing discounts.

Prices are good through December 31, 2003. On January 1, 2004 prices are subject to change based on the manufacturer.

#### **Tandberg Pricing for bid 03-11-03**

HISD percentage of Tandberg's catalogue list pricing

Category A = 21%

Category B = 21%

Category C = 21%

Category D = List

Category E = List

Category F = List

#### **Polycom Pricing for bid 03-11-03**

HISD percentage off of list pricing on Polycom catalog. CD Catalog included.

VID1 = 45%

VID2 = 8%

VID3 = 18%

VID4 = 18%

IPWR = 23%

AUD1 = 40%

AUD2 = 6%

AUD3 = 4%

AUD4 = 16%

AUD10 = 40%

Tier 8 = 26

List pricing applies on the categories below

ACC.1

ACC.2

ACC.3

TRN.1

PDC.8

SW.1

## **Network Hardware and Workstations**

### **Tripp Lite UPS Systems**

Pricing for Tripp Lite UPS Systems is **30% off** MSRP

## **Network Hardware and Workstations**

### **Computer Peripherals**

**Pricing for Peripherals is at dealer sell price discounts. Additional discounts have been and will continue to be available on specific purchases of these products.**



## Network Hardware and Workstations

### Workstation Pricing

Hardware	Included in HISD Bundle	Part Number	Cost:
Compaq D530 SFF		DK907A	\$768.00
Processor	2.4 GHz Intel Pentium 4		Included
Cache	256 KB		Included
RAM	256MB		Included
Hard Drive	40 GB		Included
Storage	1.44MB Floppy		Included
Monitor	17" SVGA		\$136.00
Optical Drive	32XDVD/CD-RW combo drive	DC197B	\$ 84.00
Operating System	Windows XP		Included
Multi-media	Included		Included
Mouse	PS/2 Scroll Mouse		Included
Keyboard	Easy Access		Included
Speakers	Included		Included
Warranty	3-year on-site (CPU and Monitor)		Included
HISD Software Load	MS Office Pro, MS Exchange, Anti-Virus, patch cable	Includes License fees	\$ 160.00
Also Included*	Freight, inside setup, delivery & Installation		Included
Network Card	10/100/1000 gigabit		Included
Modem	Not Included		Included
TOTAL COST			\$1,148.00

## **Network Hardware and Workstations**

### **Other Additional Pricing**

Project Manger	per hour	\$220.00
Technical Coordinator/Engineer	per hour	\$200.00
E-Rate Specialist	per hour	\$160.00
Certified Enterprise Engineer	per hour	\$140.00
Certified Product Specialist	per hour	\$120.00
Hardware Technician	per hour	\$80.00
Installation Technician	per hour	\$40.00
Senior Cisco Network Engineer (CCIE, Specialization Certification)	per hour	\$150.00
Cisco Network Engineer or Project Manager (CCNP, CCNA, Specialization Certification, PMP)	per hour	\$135.00
Network Security Engineer	per hour	\$75.00
Security Technical Specialist	per hour	\$55.00
Security Installation Technician	per hour	\$30.00

## **Invoicing Procedures**

ACS & MSE's invoicing procedures are based on Net 30 days. The invoicing procedures are as follows:

1. Purchase order filled.
2. Invoice created through ACS/MSE Accounting System.
  - Net 30 days
  - Invoice contains Houston ISD purchase order
  - Description matches Houston ISD purchase order
3. Invoice hand delivered to Houston ISD.
  - Contains one copy for HISD and one for remit.
4. Payment due within 30 Days.
5. Proof of delivery provided upon request.

## **Contract**

A contract is not normally required for Hardware purchases. Terms and conditions related to the issuance of a Purchase Order usually take precedence.

## Appendix

**Exhibit 3 To Attachment to Proof of Claim of United States of America  
in In re Lakehills Consulting, L.P., Case No. 09-34049 (Bankr. S.D. Tex.)**

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**RFP/Network Cabling**

**Houston Independent School District**

**Project No. 03-11-05**

**Proposal of**

**Analytical Computer Services and Micro Systems Enterprises**

**At**

**11500 Northwest Freeway  
Suite 320  
Houston, Texas 77092**

**(713) 681-0039  
(281) 983-9955**

**November 12, 2003**

**ORIGINAL**

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